

Profile Your Aptitudes

WHAT ARE YOUR APTITUDES? Everyone is born with certain natural abilities or aptitudes that can be developed to make you special. Aptitudes are natural talents or inclinations for certain types of activities.

For example, you may have a very high aptitude for artistic projects but little aptitude for numerical activities. In this case you probably will enjoy your art class more than your math class and find yourself drawing pictures instead of planning a budget.

Some examples of aptitudes include the following:



* **Verbal or non-verbal communications** - written or spoken words or actions that communicate ideas, emotions, or information. Giving a speech in class, writing a letter, acting in a school play, and hugging a friend are all methods of communication.

* **Verbal comprehension** - understanding the meanings of ideas or emotions in verbal or nonverbal communications. Examples include listening and reacting to a friend's problem, discussing current events with the class, and trying to sell your neighbor on your abilities to mow their lawn.



* **Logical** - applying reason or logic to problems. Solving a mystery, measuring the fabric available and deciding if there is enough to make a skirt, and determining how to design a spread sheet on your computer are all examples of logical abilities.



* **Artistic** - visual creativity, using artistic talents, musical abilities, or dramatic talents. Examples include being able to draw, write poetry, arrange flowers, play a musical instrument, take pleasing photographs, sing, or design an outfit.

* **Mechanical** - understanding relationships between parts of machines, how things are made, and making things work. Fixing the motor of an automobile, putting a radio back together, un-jamming a sewing machine, and even driving a car are examples of mechanical abilities.



* **Numerical** - working with numbers. Examples include solving any type of math problem, determining how many miles a car travels on a gallon of gas, doubling a recipe to feed eight instead of four people, and making a budget for the use of your allowance.

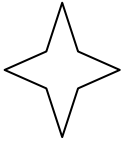
* **Clerical** - arranging and recording number and letter combinations. Examples include alphabetizing or putting items in a special order, filing reports, typing information, keeping records.



* **Spatial** - understanding how parts of things fit together, multidimensional understanding. Being able to put together a jigsaw puzzle, rearranging furniture attractively in a room, and putting together a model airplane all use spatial understanding.

* **Physical** - bodily strength and coordination, manual dexterity. Lifting weights, enjoying aerobic exercise, moving furniture, and building furniture make use of physical skills.

* **Organizational** - planning, implementing and evaluating actions for yourself or others. Planning a party, organizing your vacation trip, and conducting a meeting all make use of organizational abilities.



* **Intellectual** - original thinking, seeking knowledge, thinking ahead, and developing concepts. Reading books, studying for tests, creating a new way to make a cake, and developing a business plan illustrate these abilities.

Entrepreneurs see their aptitudes as a special opportunity to develop a business. Often their aptitudes have lead them to experiences where these aptitudes helped them excel. Through the many experiences of our lives, people learn about their own natural abilities and seek additional experiences where they believe they can be successful because they can do it.

Personal Profile

1. Each student should now write a paragraph each about four experiences in their lives that they particularly enjoyed. After completing a short paragraph about each experience, ask them to reread their descriptions of each experience and decide which of the above list of aptitudes they showed in each experience.
2. Then ask them to think about the 5 aptitudes from the given list that they see in themselves. List the aptitudes on the left side of the paper, and opposite of it on the right, list the interests and experiences they have had that support their choice of aptitudes for their personal profile.
3. Finally, ask the students to think of the types of businesses they could start that would make use of their personal aptitudes. Explain why they believe this is true. Discuss what they might do in their future to use these aptitudes to improve their skills and prepare to be able to be an entrepreneur in their area of interest.

Note to Instructors: In the transparency section of this handbook you will find transparencies to help students understand the concept of aptitudes. Each of the aptitudes is described and then space is provided for students to think of examples.

Adapted from: *Risks and Rewards of Entrepreneurship*, EMC Publishing, Saint Paul, MN.